

## Message Text

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ACTION AF-06

INFO OCT-01 EUR-12 ISO-00 EB-07 /026 W

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R 211654Z JUL 75

FM AMEMBASSY LIBREVILLE

TO USDOC WASHDC

INFO SECSTATE WASHDC 6645

AMEMBASSY PARIS

UNCLAS LIBREVILLE 1102

E.O. 11652: N/A

TAGS: BEXP, BTIO, SWEL, GB, US

SUBJ: FOREIGN BUSINESS VISITORS PROGRAM

REF: A. LIBREVILLE A-86 OF DEC. 17, 1974; B. LIBREVILLE 033

1. FRANCIS BOURGIN, OWNER AND DIRECTOR OF UNICOM IN PARIS AND AFRICSPITAL IN LIBREVILLE, CURRENTLY PLANNING TO VISIT U.S. IN EARLY SEPTEMBER. AS POINTED OUT IN REFS, UNICOM AND AFRICSPITAL HAVE CONTRACT FOR CONSTRUCTION AND EQUIPING OF NEW HOSPITALS AND CLINICS TO BE BUILT IN GABON IN NEXT SEVERAL YEARS. REF B TOP GENERATED GOOD RESPONSE, BUT LARGE NUMBER OF RESPONSES CONCERNED SMALL OR TANGENTIAL EQUIPMENT SUCH AS HEALTH SHOES OR TEST TUBES. WHAT BOURGIN MOST INTERESTED IN IS BIG EQUIPMENT SUCH AS OPERATING BLOCS, X-RAY MACHINES, ETC. HE WOULD LIKE APPOINTMENTS WITH SEVERAL LARGE MEDICAL EQUIPMENT SUPPLIERS WHO COULD SUPPLY WHOLE RANGE OF MEDICAL EQUIPMENT NEEDS.

2. WHILE ABOVE PRIMARY PURPOSE OF BOURGIN'S TRIP, HE WOULD ALSO LIKE TO MEET WITH SEVERAL COMPANIES THAT MAKE AIRPORT EQUIPMENT; INCLUDING ALL TYPES OF GROUND EQUIPMENT FROM NAVIGATIONAL TO BAGGAGE HANDLING TO MAINTENANCE EQUIPMENT. BOURGIN ALSO WOULD LIKE APPOINTMENTS WITHIN DEPT OF COMMERCE AND WITH EXIM BANK OFFICIALS.

3. BOURGIN, WHO SPEAKS EXCELLENT ENGLISH, WOULD LIKE  
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TO LEAVE FOR U.S. BEGINNING OF SEPTEMBER AND PREPARED

TO STAY AS LONG AS NECESSARY TO MEET WITH INTERESTED FIRMS. REQUEST USDOC TRANSMIT NAMES AND ADDRESSES OF KEY FIRMS THAT BOURGIN COULD USEFULLY VISIT WHICH EMBASSY WILL FORWARD TO BOURGIN. AS SOON AS BOURGIN HAS FIXED ITINERARY, EMBASSY WILL INFORM USDOC SO THAT APPOINTMENTS CAN BE MADE.

4. COMMENT. EMBASSY BELIEVES THIS EXCELLENT OPPORTUNITY FOR SALE OF U.S. GOODS. NOT ONLY DOES AFRICSPITAL HAVE LARGE CONTRACT IN LIBREVILLE (REFS) BUT ALSO HAS OFFICES IN IVORY COAST, CAMEROON, AND THINKING ABOUT OPENING IN NIGERIA, WHICH COULD LEAD TO EVEN LARGER FUTURE SALES.BAAS

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